

Message Text

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TAGS: BEXP, SW

SUBJ: COMMERCIAL INVITATION: US VISIT OF MR. LENNART EKSTRAND
OF AB SALJKONSULT, STOCKHOLM, SWEDEN, ON BEHALF OF THE
SWEDISH ENTERPRISE KOCKUMS VARV (SHIPYARD) AB, MALMO,
SWEDEN

1. A COMMERCIAL INVITATION HAS BEEN ISSUED TO MR. LENNART EKSTRAND, SENIOR CONSULTANT OF AB SALJKONSULT (SALES CONSULTANTS, INC.) KAPTENSGATAN 13, S-114 57 STOCKHOLM, SWEDEN, WHO WILL VISIT THE UNITED STATES ON BEHALF OF THE SWEDISH ENTERPRISE KOCKUMS VARV (SHIPYARD) AB, STORA VARVSGATAN 1, S-201 10 MALMO, SWEDEN. MR. EKSTRAND IS SEEKING PRODUCTS SUCH AS CASTINGS AND HEAVY MACHINE PARTS THAT KOCKUMS VARV COULD MANUFACTURE UNDER LICENCE. (SEE STOCKHOLM A-151, DATED OCTOBER 4, 1977.)

2. MR. EKSTRAND WILL ARRIVE IN USA ON OCTOBER 20, 1977, AND PLANS A TWO MONTH STAY. HIS EXACT ITINERARY IS NOT YET FIXED, BUT HE WILL VISIT CHICAGO,IL; MINNEAPOLIS, MN; PORTLAND, OR; PHOENIX, AZ; DENVER, CO; COLORADO SPRINGS, CO; EL PASO, TX; NEW ORLEANS, LA; ATLANTA, GA; RICHMOND, VA; WASHINGTON, D.C.; BALTIMORE, MD; MIAMI, FL.

3. AB SALJKONSULT, ESTABLISHED IN 1954, OFFERS CONSULTING AND MARKET RESEARCH SERVICES. IT EMPLOYS 8 AND HAS A SHARE
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PAGE 02 STOCKH 04221 041259Z

CAPITAL OF SKR 50 THOUSAND. ITS TURNOVER IS SKR 1.2 MILLION.
SALES AREAS: SWEDEN (70 PERCENT), WEST GERMANY (10 PERCENT), ENGLAND (10 PERCENT); THE REMAINING 10 PERCENT INCLUDES USA, DENMARK, FRANCE, ETC.

4. KOCKUMS VARV (SHIPYARD) AB, ESTABLISHED 1840, EMPLOYS 5,000.
COMPANY WAS LISTED AS NUMBER 51 AMONG THE 200 LARGEST SWEDISH

COMPANIES IN 1975. THE SHARES, TOTALLING SKR 150 MILLION, ARE QUOTED ON THE STOCKHOLM STOCK EXCHANGE. IN 1975, COMPANY'S TURNOVER WAS SKR 859 MILLION. KOCKUMS VARV (SHIPYARD) AB HAS 500 PEOPLE WORKING WITH MODERN EQUIPMENT FOR THE PRECISION HANDLING OF PIECES WEIGHING UP TO ABOUT 100 TONS. ITS MACHINERY INCLUDES BOTH CONVENTIONALLY - AND CUPTER - CONTROLLED EQUIPMENT. ACCORDING TO LOCAL CREDIT SOURCES, COMPANY IS FINANCIALLY SOUND AND HAS MET BUSINESS OBLIGATIONS PROMPTLY. ITS REPUTATION AS SHIPBUILDER IS FIRST-CLASS. THE WEAK INTERNATIONAL MARKET FOR SHIPS MAY, HOWEVER, CAUSE DIFFICULTIES FOR KOCKUMS VARV (SHIPYARD) AB AS WELL.

5. SINCE MR. EKSTRAND OF AB SALJKONSULT IS STAYING FOR TWO MONTHS IN THE US, WE WOULD APPRECIATE TO HAVE HIS FORTHCOMING VISIT ANNOUNCED IN COMMERCE AMERICA AND COMMERCE BUSINESS DAILY.

6. MR. EKSTRAND'S US MAIL ADDRESS WILL BE: MAYTRONIC INC., P.O. BOX 460, 1485 GARDEN OF THE GODS ROAD, COLORADO SPRINGS, COLORADO 80901. PHONE: (303) 598-6377.
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